



Your Ideas. Our Expertise. Your Success.



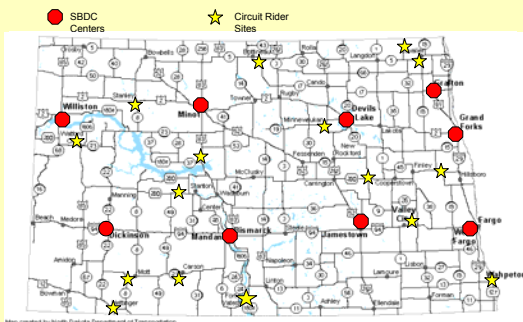
Purpose

Provide high quality business and economic development assistance small business and nascent entrepreneurs in order to promote growth, expansion, innovation, increased productivity and management improvement.

Program Facts

- SBA's largest matching grant funded service delivery network.
- Program established nationally in 1980. Began ND program in 1986.
- State program hosted by UND College of Business & Public Administration.
- Nine full-time Service Centers and two Satellite Centers in the network.
- Williston State, Dickinson State, MEP, Red River Regional and South Central Dakota Regional Councils host service centers throughout ND.

ND SBDC Locations





Business Consultation

Services are at no cost to clients

- Business Plan Construction and Revision
- Financial Analysis
- Capital Acquisition
- Marketing/Sales Assistance
- Business Research
- Procurement Contracting & Certification Assistance
- Human Resource & Business Management Assistance
- Business Start-up Registration
- Technology & eCommerce

Client Training

Training is at minimal or no-cost to clients

- Accounting Software Training
- E-Bay Business Workshops
- Business Valuation
- Web Site Development
- Financial Statement Analysis
- Tax Strategies
- Human Resource Regulatory Classes
- Government Procurement
- Lean Manufacturing
- Value Process Evaluation
- Marketing and Sales



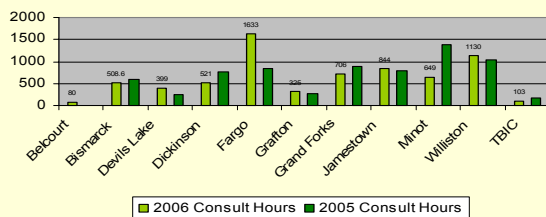
Making a Difference

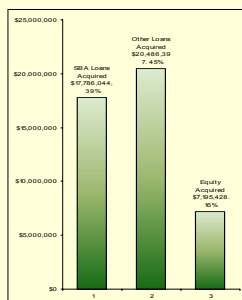
ND SBDC measures program performance based on annual negotiated milestones. The ND District SBA, regional hosts and the Lead Center collaborate to establish and monitor results achieved by SBDC clients receiving assistance.

Milestone Accomplishment	2006 Goal	2006 Actual	% Over Goal
Businesses Starts/Expansions/Retentions	134	243	181%
FT Job Creations/Retentions	503	713	142%
Primary Sector Clients Served	155	167	108%
Primary Sector Counseling Hours	1380	2190	137%



Private, confidential, one-on-one consultation drives the results SBDC services provide.



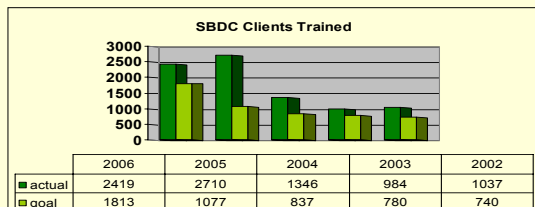


In 2006, ND clients acquired over \$45 Million in capital investments for their small businesses with the help of the SBDC

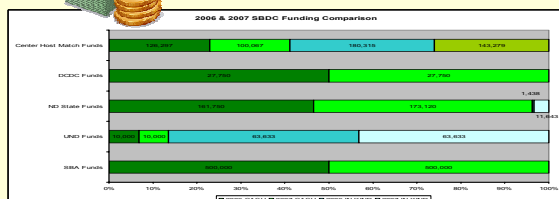
Client Profile		% of Total Businesses		Business Profile		% of Total Businesses	
Female Business	257	28%		Retail Sector	250	28%	
Male Business	651	72%		Service Sector	497	54%	
Wholesale	99	11%		Construction	49	5%	
Nature Activities	23	4%		Primary Sector	108	12%	
Training Activities	240			Other	100	11%	
Total Clients	945			Businesses Served	914		



Timely, affordable training is in demand and well received by SBDC clients. Each training event hosted an average of 24 persons attending the sessions. On-line training is also available.



ND SBDC Funding



Fiscal Fact

ND SBDC Consultation results in \$53.68 invested in small business for every dollar spent in the program.

ND SBDC Partners

- UND
- Williston State College
- Manufacturer's Extension Partnership
- Red River Regional Council
- SC Dakota Regional Council
- Dickinson State University
- Department of Commerce
- Dakota CDC
- Small Business Administration



2007 Milestone Goals

1. Assist in creating 88 new businesses in 2007
2. Assist in capturing at least \$30 Million in capital investment in ND small business in 2007
3. Concentrate on consulting at least 184 clients for more than 5 hours each to maximize impacts
4. Reach at least 869 clients in ND
5. Deliver at least 6,600 hours of consultation to ND small businesses
6. Offer training events as requested by clients



2007 Program Initiatives

1. Expand the web site capabilities to better capture program results to current and potential program investors
2. Expand program partnerships to include NDBA, EDND, Chambers of Commerce, and business professional groups
3. Commission research to assist in market analysis and three other related business situations
4. Execute Recipe to Reality, Economic Gardening and Entrepreneurship and the Arts programs to stimulate rural development, business starts and business retention
5. Improve the accuracy and efficiency of gathering client needs and satisfaction data



Contact us

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